

Attracting Retail Development

Issues

- CDA and other incentive programs.
- Process for gaining City approvals.
- What do cities need to do to attract retail development?
- Grocery store development for smaller communities.
- UDOT Relations and approvals (role of Mayors).
- Impact fees.
- City owned utility companies.
- Signage.
- Vision for community.
- Community master plans.
- Leadership.
- New Urbanism challenges for retail.
- Inner-city development.
- Parking issues and minimum requirements.
- Predictability.
- Future of retail development.
- Costco effect on supermarkets.
- Internet sales impact on brick and mortar stores.

Presenters

Wade S. Williams, Senior Partner Director of Retail Development The Boyer Company

Wade Williams is a Senior Partner and Director of Retail Development of The Boyer Company, one of the largest developers of commercial real estate in the Intermountain West. The firm is a full service real estate development company with holdings in Utah, Wyoming, Colorado, Arizona, Nevada, Idaho, Kansas and Texas. The company develops and manages for its own portfolio and for corporate clients; commercial office buildings, shopping centers, medical office buildings, apartments, hotels and residential projects.

Williams oversees the development of the retail properties. Recently completed projects include Draper Peaks Shopping Center in Draper, Utah; The District in South Jordan, Utah; and Quarry Bend in Sandy, Utah.

Prior to joining The Boyer Company, he was Senior Vice President of Development at Smith's Food & Drug Centers, a division of The Kroger Company. His responsibility included construction, design, real estate, property accounting and property management. He came to Smith's Food & Drug from Albertsons where he was a Real Estate Manager with responsibilities for a seven state operating area.

Active in the industry and trade organizations, he has served as the Utah, Idaho, Montana State Director of ICSC, the Western Division ICSC Operations Chair and Co-Chairman of the Western States ICSC Conference. He has been speaker and presenter at ICSC, ULI Conferences, and on college and university campuses.

A graduate of the University of Utah with a Finance Degree and Master in Business Administration, he holds many real estate designations including CCIM, SCLS, CDP, CSM, CMD.

Steven C. Miner, President of Market Development, Inc.

Steve Miner is the President of Market Development, Inc. which is the subsidiary real estate company for Associated Food Stores, Inc.

Associated Food Stores, is the largest retailer-owned, wholesale grocery distributor in the Intermountain West and is headquartered out of Salt Lake City, Utah. Associated supplies independent retailers and operates corporate stores in Utah, Idaho, Colorado, Montana, Nevada, Wyoming, and Oregon. In addition to supplying over 400 grocery stores, Associated also owns and operates 50 corporate grocery stores in the state of Utah under the banners of Macey's, Dan's, Dick's Market, Lin's, and Fresh Market.

Since coming to Associated Food Stores in 1986, Mr. Miner has been responsible for all real estate related activity, construction, store planning, engineering, equipment procurement, lease administration, and property management. Previous to his current position, he had oversight responsibility for various consumer and market research related activities in the company.

Active in the Food Industry and Real Estate Trade Organizations, Steve is a licensed real estate broker in the state of Utah. He is a graduate from the University of Utah School of Business and Finance. He has served for over 14 years on the Retail Store Development Advisory Committee for the Food Marketing Institute based out of Washington DC and currently is a board member for AFS Insurance Services. He has been a guest speaker, presenter and moderator at various Food Industry and Trade Organization education symposiums and conference seminars.

He is native of Utah and the father of 8 children and resides in Holladay, Utah.

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ICSC



Additional information on the International Council of Shopping Centers can be found at www.icsc.org. Membership questions may be directed to ICSC at (646) 728-3800.

Presenters

John N. Owens, Broker and Sales Agent with Commerce Real Estate Solutions

John has been active in the real estate brokerage business for more than 20 years. John previously practiced law and worked for a real estate development company as General Counsel. John has represented or been involved with a wide range of tenants including Wal-Mart, Sam's Club, Lowe's Home Improvement, Larry H. Miller organization and various other smaller tenants.

David G. Anderson, Community Development Director, Spanish Fork City

Dave is the Community Development Director for Spanish Fork City, a community of 36,000 residents located at the junction of Interstate 15 and US Highway 6. His responsibility includes oversight of the city's Planning and Building Inspection Divisions and administration of the city's economic development program.

Previously worked as the Planning Director for the City of Saratoga Springs. Other professional experience includes work with Hubble Engineering, Inc. and Utah County.

A graduate of Brigham Young University with a degree in Planning and Resource Management, he joined the American Institute of Certified Planners in 2004 and currently serves as the Public Sector Chair for the ICSC Western States Alliance. Dave is also active in the Urban Land Institute and the Utah Economic Development Alliance.

questions for presenters

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